



## CALIFORNIA-CHINA OFFICE OF TRADE AND INVESTMENT

# California and China: Partners in Trade, Investment, Tourism and Agriculture

### **California Exports To China**

California is America's number one state exporter to China.<sup>1</sup>

- In 2012:
  - California exported \$22 billion in merchandise goods to China. This is 13.5 percent of *all* merchandise goods exported from the state.
  - The U.S. exported \$148.4 billion in merchandise goods to China. Fifteen percent of this total – \$22 billion – came from California, more than any other state.
  - California's top exports to China were: 1) Computers and Electronics - \$3.9 billion; 2) Waste and Scrap - \$2.4 billion; 3) Machinery (non-electrical) - \$1.4 billion; 4) Transportation Equipment - \$1.4 billion; and 5) Agricultural Products - \$1.1 billion.

Source: [US International Trade Administration](#)

### **California Imports From China**

California is America's number one state importer from China.

- In 2012:
  - California imported \$128.8 billion in merchandise goods from China, 30 percent of all US imports from China.
  - The U.S. imported \$431.2 billion in merchandise goods from China.

Source: [US International Trade Administration](#)

### **Foreign Direct Investment**

California is America's number one state for foreign direct investment from China.

- Between 2001 and 2011, California attracted 156 Chinese foreign direct investment (FDI) deals valued at over \$1.3 billion and accounting for 29 percent of all Chinese FDI into the U.S.
- Foreign companies operating in California employ approximately 636,000 people – or 10.7 percent, of the U.S. total – more than any other state.
- By 2020, California has the potential to attract between \$10 billion and \$60 billion of Chinese FDI.

Source: [Asia Society](#)

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<sup>1</sup> "China" is defined as Greater China including Hong Kong and Macau.



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### **Travel and Tourism**

California is America's number one state for Chinese tourism and one of the top worldwide destinations.

- Visit California's Travel and Tourism commission projects that California was the number two overseas market for Chinese tourists (projected 708,000 visitors) in 2012 – trailing only the UK – and California will be the number one overseas market in 2013 (projected 852,000 visitors).
  - In 1988, the annual volume of Chinese visitors to the U.S. and California was less than 25,000.
- Visitors from China:
  - Spend about \$1.5 billion in California each year.
  - In 2011, Chinese tourists spent, on average, \$277/day over a 10.6 night average stay—or approximately \$2,932 per visitor/visit.
  - This is significantly higher than spending by all overseas visitors to California, who, on average, spent \$170/day during an 11.1 night average stay—or approximately \$1,883 per visitor/visit.

Source: [California Travel and Tourism Commission](#)  
[Visit California](#)

### **Agricultural Trade and Investment**

China is one of California's top agriculture markets and exports are growing rapidly.

- China is California's third largest export market for agriculture products – trailing only Canada and the European Union. In 2011, the state exported \$1.7 billion in agriculture products to China.
- China represents approximately 10 percent of California's total agricultural exports and 16 percent of total almond exports; 35 percent of pistachios; 15 percent of table grapes; 14 percent of wine; 16 percent of walnuts; 17 percent of oranges; and 19 percent of beef.
- In 2011, California's total agricultural exports increased 14 percent over the previous year, to an all-time high of \$16.8 billion.

Source: [California Department of Food and Ag](#)